

## **What to expect when you receive an offer.**

If you've started receiving offers on your house, it's almost time to celebrate! You've nearly sold your home. This means you've effectively prepared your home for a buyer's eye, asked the right price for your home, marketed your home successfully, and shown your home to the right audience of buyers. Here's what to expect when the offers start rolling in:

### **How You'll Receive the Offer**

Offers can come to you via email, a phone call, presented in person, or even by fax – yes, some people still have a fax machine!

### **Points of Negotiation**

1. Deposit
2. Price
3. Closing date
4. Conditions
5. Contingencies

### **Responding to the Offer**

Now you have to decide how to respond to the offer. You have three options:

1. Accept the offer as-is – no more negotiating
2. Counteroffer with different conditions or a better price for yourself – the buyer can either accept your counteroffer, make one of his or her own, or walk away from the whole deal

3. Reject the offer – this doesn't necessarily mean the deal is off; the buyer can always make another offer

Negotiating is truly a skill, dependent on practice and experience. If you've chosen the right realtor, you'll receive professional advice and guidance in the art of negotiation, and be able to rest assured that you're making the right decisions. Negotiating like a pro can be difficult and we often see sellers on the verge of blowing good deals because they let their emotions get in the way. Take our advice and avoid common negotiation traps by studying up in advance.

### **What the Lakes Country Realty Team can offer you.**

We listen to your wants and needs before offering advice. We've been here and done this before! We know what we're doing. Our negotiating skills have impressed and pleased dozens of clients who are willing to share their awesome seller experiences with Lakes Country Realty.

Yes, we read the fine print! We know the laws and we abide by them, so you don't have to worry about learning a whole new industry of rules. We won't cave under pressure.

We've got your back!